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Large institution wants three men of classes of 1917, 1918 or 1919 for work it mostlal departments. Must be type who want opportunity to learn and make themselves essential to life of the bank. Will be under observation of bonk officers. Men with some business experience preferred but not absolutely securate. Write, giring your experience and college class. N. B., 722 Sun-Herald.

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house, Orange count, N. Y; wife to do cookman do work arous the house; state experiman do work arous the house; state experiman, references, stary. E. M. B., 846 SunBerald.

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On Riverside Drive, cor. 108th st.; apt. T-B.

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OFFICE ASSISTANT, cierk, Caristian, for busy office; excellent working conditions; opportunity to make progress. Apply in own handwriting, stating experience in full, age and salary expected, KATT LUMBER CO., SALESMEN outside New York city, sell low priced auto tires direct to car owner; 30:23 a non-skid, \$11.75; other sizes in proportion; guaranteed 6,000 miles on liberal adjustment basis; big profits wonderful opportunity. Auto Tire Clearing House, 1500 West 15th st., Chicago.

SALESMAN for territory Denver to coast by SALESMAN for territory D

TO MEN WHO SELL THINGS AND TO MEN WHO WOULD LIKE TO ENTER THE GREATEST OF ALL PROPESSIONS.

HELP WANTED-MALES.

BALESMEN.

The cell of the hour is a Cell for Men, Men who can change the Minds of Men, PORCE ACCION.

Realizing and appreciating that although we were entering the greatest of all industries, the antennotive and sirplane fields, with devices highly indowed by America's imediag coginers and the Government's most rigid bureau, to carry this great business Ostward and Upward. Big blen were only uttally essential part of six original organization.

So, with the fixed surpose of develop-ing fifty division Managers to bandle our National and Oversens selling force, we started a little over three months ago an intensive managerial Training Course for their development.

These men are new happily on the jeb. In the course of their training they are selling our Preferred issue of One Million Dollars; and when you see their record it will surprise you to learn that the producers are earning from \$100 to \$500 a week, and many of them never sold anything before.

The fact that they are now passing the Half Million mark is proof positive that the proposition itself atands the acid test of rigid investigation.

This attractive remuperation, along with an executive training in selling and sales management unequalled anywhere, and an opportunity to enter within a very short time a Branch Office Management worth from \$5,000 to \$25,000 a year, is as you see for yourself a Brilliant opportunity.

And their record, Gentle Reader, surely demands of yes that you look into what they have done yourself, and nee for yourself if we haven't-right here-just the opportunity you have been looking for.

It will take only a few minutes of your time and it may mean a revolu-tion in your future. Come Mettday before 3.

THE LIBERTY STARTERS
CORPORATION.
DUFF G. MAINARD, PRESIDENT,
620 5TH AV., AT 50TH ST.
ENTIRE POURTH FLOOR.

Able, active man of character and strong mentality, with excentional and proven sales ability, for important negotiations; opportunity to carn over \$15,000 annually; our business is done with the chief executives of the largest industrial plants in the United States; state age, experience fully to insure attention; confidential.

O. G., 411 Sun-Herald.

EXCEPTIONAL OPPORTUNITY FOR

EXCEPTIONAL MEN. A Western investment house wasts men of high character and ability to bandle financial proposition of unusual merit. Permanent connection with permanently large earnings assured to men o

Company, 51 East 42d st., Room 502.

PHONE 2206 BRYANT, AFTER 11.

SALESMEN wanted; clean cut vacuum cleaner gelesmen who can produce business and own initiative can make a highly ramunerative arrangement; the season is ripe for excellent returns to the ones who work; men who can show ability to manage will be advanced; this company affiliated with largest electrical manufacturing company in America. See D. M. Balthis, Mgr., Premier Sver Co., 2019 Broadway.

I have established my own company and want metagers and salesmen of proves ability selling a security that will meet with your approval, and want to get in touch with some of my old friends in the Eastern district. This means a real opportunity to you. Write, phone or call on me. L. W. Martin, Room 1914, 1270 Broadway.

Phone Penn 1968.

SALESMEN for a clean cut business proposi-

HELP WANTED-MALES.

BALESMEN.

. AN OPEN LETTER TO THE SALESMEN OF GREATER NEW YORK.

Are you entirely satisfied with your recent business connection? Is it yielding you the income your effort and ability entitle you to?
And how about the future? Is there are in the

the opportunity for you to develop a \$18,000 to \$18,000 a year man? If you cannot answer YES to these three questions, if you feel that you are STANDING STILL, in your present position, then this advertisement car-ries a message for you no matter what your sales experience has been.

We are a MANUFACTURING COR-PORATION, with a nationally known product, protected by a patent process which is considered as important to the AUTOMOTIVE industry from an accomming standpoint as the Bessemer process is to the steel industry.

We have room in our organisation for a number of live-wise salesmen, who are looking for a job which they can make their life's work-where they can virtually get into business for them-selves. If you are such a man, we will give you the opportunity of making more money during the next six months than you ever made before, and after that, if your work has been satisfactory, you may step into a PERMANENT POSITION in our merchandising department as a district sales monager, on a basis of remuneration which will insure your financial independence during the remainder of your active business life.

Right now we are increasing our manufacturing facilities and are looking for young men who are ambitious to make a future for themselves, and who are willing to help us in securing the additional capital which we require for budness and plant expansion, by calling on Motorists in New York and vicinity (with cards of introduction) and inviting subscriptions to our offering of %. Cumulative Preferred Stock, with a Common Stock borus.

Many young men in our organization who have never sold a share of stock in their lives before are now earning on a commission basis from \$100 to \$250 a week and more; so do not hesitate because of fack of experience in this particular line of work; we will help you to make a success of it—right from the start—and your success will not only mean money in your pockst, but will prepare you for a PERMANENT FUTURE.

You would like to know more about You would like to know more about this epportunity, wouldn't you? Then come to the eleventh floor of the Buckler-Newhall Building (4st st. and 6th av.), New York, any day this week after 11 A. M. and ask for Mr. Estes, You will see one of the finest sales organizations in New York city.

> SALESMEN AND SALES MANAGERS.

\$4.000 to \$10,000 Commissions Annually, The Federal Reserve Banking System has opened the door for banking operations in which every individual can participate. Our Financial Service is built on this sound foundation, and is directed by a bank president, bank directors, and big business men. At the present time more than ten banks have indorsed our plan and or ganisation.

enable us to get in touch with five or six men who have demonstrated their selling ability in financial or other lines. We want men who have refrained from selling the average financial proposition and securities, but who have a desire to participate in the larger commission earnings possible in this field.

This advertisement is placed to

If your record is absolutely clean, call at once. I will analyze the whole financial field with you. If your experience warrants, I can place you where your earnings will exceed your expectations. See Manager, after 10 o'clock. Ward & Co., Suite 802A, 25 West 43d st.

SALESMEN! We want salesmen with clear record who are aggressive and energetic and who have real initiative, to sell stock in an established, substantial dividend paying oil company with large earn-ings, whose stock is actively traded in on the New York Curb.

Only men with personality, who are convincing talkers and who can estab-lish absolute proof of their ability to sell will be given consideration. We furnish "real leads." BIG ADVERTISING AND CIR-CULARIZING CAMPAIGN

This is an unusual opportunity for men whe qualify. We pay an airrac-tive commission, but no drawing ac-counts. Phone Hanover-2000 for ap-nonityment.

SALESMEN.—A 15 year financial institution, operating under the banking laws of five States, require a number of salesmen to represent it in a confidential capacity; you must prove your honesty and if over 28 you will be enabled to earn unwards of \$100 weekly. Call for interview in the \$450.0 of Fiscal Agents all day, suite 1.04, 18 West 44th \$45. New York; suite 1.101 Firemen's Insurance Building, Newark; suite \$1, 105 Montague st. Brookly.

SALESMAN.

We have opening for young man between age of twenty and thirty: must be able to furnish reference showing highest moral standing; full of pep and ambitious; a splendid opportunity; sales experience not necessary; salary and bonus plus opportunity to qualify for executive position. Call at room 54, 25 Broad at.

SALESMEN,
JUNIORS, FOR SILK DEPARTMENT.
APPLY SUPERINTENDENTS OFFICE,
A. A. VANTINE & CO.,
33TH ST. & 5TH AV.

SALEMANN controls New York of the superiors of the security of

HELP WANTED-MALES.

SALES MANAGEE, one who has had advertising apperience; only those who can show a
clean and successful past record. Address unfidentially, with fullest particulars. A. Slidon
son, 508 5th av., near 423 st.

EALLE promoter of flock in an industrial
corporation; one who can handle the
proposition from preparation of initial letter to clinching of sale; permanent position
assured to one who can also manage the
sales department of the company; state ix.
perience, reference and compensation destred. T. R., 285 Sun-Hermid, Herald aguara

SALARY unlimited to MAN of organizing and selling ability; executive staff, com mercial house. U. P., 423 Sun-Herald,

SELLING BY THE CUALIFICATION

Osportunity is now open for several men of intelligence to learn a remarkably successful method of solilor, and to use it to their own advantage in the per-tation of a high grade security.

The principles of this method are easily and quickly learned; and when once mastered it permanently increases the effectiveness of the salesman's work, and his rewards. The Qualification Method automatically eliminates the man who could not be sold, without waste of time. It automatically selects the man who can be sold. It secures for the salesman the respect and confidence of his prospect, it puts the prospect in a buying frame of mind. It gets his decision while the selling facts are fresh before him. Also the Qualification Method enables us to pay high incomes to men who will consistently practice it, without injustice to any one.

Applications are desired from men of character, both those who are now veiling and those who wish to get into a work where rewards are limited out by a man's own faith, energy and productiveness, address Box B, M., 140 Sun-Herald, Herald square.

SECURITY SALESMEN,

Experienced telephone stock sales-men with references from former employers for 109% loyalty can have an opportunity to sell shares in a corporation with a record of 27 years of custimuous success behind it; leads and cooperation; real business pro-duction will being opportunity to manage phone rooms; such positions now vacant; salary and commission; correspondence confidential. M. C., 227 Sun-Herald, Fulton at.

SECURITY SALESMEN.

Two real producers, with or without stock selling experience, have apportunity to join high class house; men who qualify should earn from \$200 to \$600 weekly on our liberal commission basis; ability and quick results work in harmony here. Phone Searight at Broad 2015 for appointment. SECURITY SALESMEN FOR DAYTON. .

RECURITY SALESMEN FOR DAYTON. 4. A Join a force where a permanent future is awaits you.

An Ohio Security Corporation wants a salesman who will be well paid and given 100%, cooperation; also three experienced tell phone misemen, to work in the most fertile investment field in the United States. Trums portation refunded successful applicants. Wire, our expense, or write TO-DAY.

THE NEW YORK-OHIO SECURITIES CORPORATION.

Lindsey Bidg... Dayton, Ohio.

SECURITY sales manager with his own crew or one who can quickly expanize selling force; have exceptional dividend paying proposition with best credentials; extremely attractive terms to right party on commission least. J. Myron Murphy, 56 Pine st., New York, Phone John SSS.

SECURITY SALESMAN with established

SECURITY SALESMAN with emisbished clientele to sell a high grade dividend paying stock of a Shipping & Oli Cempany about to be listed on London & N. Y. Stock Exchanges. Liberal commission. This is a to big proposition. S. C. 373 Sun-Herald. SECURITY SALESMEN; Broad at, firm offer-SECURITY SALESMEN: Breed at. firm offer-ing seasoned, dividend paying stock; couper-tunity for a few additional producers who have of made good; large commission to qualified men. Apply Boom 557, 50 Broad st. SECURITY salesman capable of closing loud-ness opened by juniors; established buse; good connection; commission busts. Beply L. M., box 403 Sun-Herald.

SCREW MACHINE HANDS. Steady work; good pay. Distograph Products Corp., Rockaway rd. & Beaufort st., Ja-maica, L. L.

SHIPPING room assistant-Young bur, 18 ment; good wages; references required. S. A., 341 Sun-Herald, Fulton st. SHIPPING clerk for whoestle paint house, able to mange department and not afraid of hard work. Reply with references of all former employers, G. B., 142 Sun-Herald, Herald square. and square.
SHIPPING Clerk.—Man wanted no elected as-

elstant. Address, stating age, experience and salary. Dry Goods Commission, P. O. Box 716, City Hall Station. City Hall Station.

SHIPPING clerk-large New York city paint M
house requires assistant shapont and refering clerk opportunity, advancement for right man; start \$2%. Write X: Y. 100;
Son-Herald, Fulton St.

SHIPPING clerk, experienced ladies walste, wonderful opportunity, state fully all details. Box 144, 1628 St. James Bidg. SIDE line salesmen, country trade, to carry LOUSE-CHASE, money back guaranteed louse exterminator; big sale cattle relating exemptry. Write territory covered, times bentled, references, Graylawn Farms, Inc., Watershry VI. SIGN painters wanted for glass gliding blockwork; large contract. Address A. B. L. Sid Brend at., Newack.

workt large contract. Address A. B. L. 519
Bread st. Newark.

SPECIAL PLACE FOR SPECIAL MAN
Clerical assistant with one leg termerical
man per-bredt with suitable qualifications
can be beed to mutual advantage be noncommercial public welfare organization.
Should be stenographer, have some business
office experience, high school standard chication, good personality, with desire for work
in which he can take whole hearted interest
and feel that he heins accompless something
worth while. Private secretary and right
hand man to executive as market rates when
qualified. State physical condition, when
ready for work, age, single or married servion record, whether free to make oversonal
trips with temployer or to live outside New
Tork temporarily or permanently. Write to
address below with information on all pounts
mentioned and anything else that seems sertinent. Box S. P., 227 Sun-Herald, Herald
square.

SPANISH-ENGLISH stenographer: efficient

square.

SPANISH-ENGLISH stemographer: efficient, quick, thoroughly experienced: high Salary good future. Box 772, City Hall Station.

SPLENDID exportantly for refined, intellectual young man in the sales department of large corporation; \$1,800 to start. Address Dept. C. 503 5th av.

STOCK AND BOND SALESMEN. If you have had actual experience of successfully selling financial securities you should be qualified to handle the securities of a financial corporation increasing its crescut working capital from nearly half a million deliars to the million deliars; the officers and directors lare a national reputation, making the selling and for salesmen easter than you would usually bave an exportunity to offer and which already returns to investors as anomal yield miss crette a weeker, with further participation in profits annually or semi-annually; compensation to malesmen by commissions only tall room 603, Havameyer Building, 25 Church st.